ShowBiz Pizza Time, Inc.



FRANCHISE NEWS



#30 February 20, 1987

WEEKLY SALES

AVERAGES FOR WEEK ENDING 2/15/87

SPP Franchised Units (67): $15,390
SPP Company Units (89): $20,046
SPP International Franchised Units (4): $ 8,272

CEC Franchised Units (74): $17,394
CEC Company Units (31): $22,598
CEC International Franchised Units (8): $15,370

ShowBiz Pizza Place and Chuck E. Cheese

Average of Top 20 Units = $25,456

1. San Jose (Tully), CA
   M.C.A. & Associates
2. Tacoma, WA
   Northwest Partners V
3. Portland, OR
   Computerized Entertainment Concepts
4. Milwaukee (Chase), WI
   R. C. Schmidt, Jr.
5. Bridgeville, PA
   McKnight Family Centers
6. Burnaby, BC
   Nintendo Entertainment Centres
7. Victoria Park, ONT
   All Canadian Pizza Shows
8. Clarksburg, WV
   Clarksburg Entertainment
9. Huntington, WV
   Huntington Entertainment
10. West Allis, WI
    R. C. Schmidt, Jr.
11. Albany, NY
    Pizza Time of New York
12. Victorville, CA
    Backyard Investment Group
13. El Toro, CA
    F. E. C., Inc.
14. Wilmington, DE
    McBiz Corporation
15. Brooklyn, NY
    Family Showtime Theatre of Bay Parkway
16. Honolulu, HI
    Pal Anderson Enterprises
17. Hayward, CA
    Ulrike-Grandjean Corp.
18. Chattanooga, TN
    McBiz Corporation
19. Florence, KY
    Family Entertainment, Inc.
20. Greece, NY
    Pizza Time of New York

ShowBiz Pizza Place

Average of Top 20 Units = $21,003

1. Clarksburg, WV
   Clarksburg Entertainment
2. Huntington, WV
   Huntington Entertainment
3. Wilmington, DE
   McBiz Corporation
4. Honolulu, HI
   Pal Anderson Enterprises
5. Chattanooga, TN
   McBiz Corporation
6. Allentown, PA
   Wellington Development of Florida, Inc.
7. Davenport, IA
   McBiz Corporation
8. Des Moines, IA
   McBiz Corporation
9. Nashville #2, TN
   BAM, Inc.
10. Greenville, SC
    McBiz Corporation
11. Lafayette, LA
    Acadiana Productions
12. Fargo, ND
    Great Plains Associates
13. Knoxville, TN
    Gary Long
14. Phoenix #2 (Mesa), AZ
    S-M Pizza
15. Little Rock #2, AR
    Harold Burlingame
16. Lexington, KY
    McBiz Corporation
17. Phoenix #1, AZ
    S-M Pizza
18. Memphis #2, TN
    McBiz Corporation
19. Little Rock #1, AR
    Harold Burlingame
20. Parkersburg, WV
    Trio Foods Enterprises

Chuck E. Cheese

Average of Top 20 Units = $25,856

1. San Jose (Tully), CA
   M.C.A. & Associates
2. Tacoma, WA
   Northwest Partners V
3. Portland, OR
   Computerized Entertainment Concepts
4. Milwaukee (Chase), WI
   R. C. Schmidt, Jr.
5. Bridgeville, PA
   McKnight Family Centers #3
6. Burnaby, BC
   Nintendo Entertainment Centres
7. Victoria Park, ONT
   All Canadian Pizza Shows
8. West Allis, WI
   R. C. Schmidt, Jr.
9. Albany, NY
   Pizza Time of New York
10. Victorville, CA
    Backyard Investment Group
11. El Toro, CA
    F. E. C., Inc.
12. Brooklyn, NY
    Family Showtime Theatre of Bay Parkway
13. Hayward, CA
    Ulrike-Grandjean Corp.
14. Florence, KY
    Family Entertainment, Inc.
15. Greece, NY
    Pizza Time of New York
16. Valencia, CA
    ARC Pizza Holding Co.
17. West Mifflin, PA
    McKnight Family Centers #3
18. Redding, CA
    Chuck E. Cheese-Redding
19. Pearl City, HI
    Selwyn S. P. Chan
20. Brookfield, WI
    R. C. Schmidt, Jr.



NEW SHOW FOR SHOWBIZ

ShowBiz stores will receive a new showtape based on the same theme as the new Chuck E. tape: T.V. Western Theme Songs. This segment will be added to the existing Movie Magic/Rock 'n Roll tape to produce a longer playing show. It is the first time that both systems will be running a tape concurrently which uses the same theme (with the exception of holiday tapes). Our plan is to continue to produce similarly themed shows, when feasible, as it provides us with greater promotional opportunities.

In addition to the new showtape, stores will receive a background music tape featuring other T.V. western theme songs. Participating Family Vision restaurants will have a new Family Vision tape included in their shipment which contains two country/western videos. Also on Family Vision is the all new exciting "Dot Derby", produced especially for ShowBiz. It is a fun game involving a race among dots, which can be enjoyed by the whole family.

All tapes will be shipped prior to March 1, 1987.

NEW SHOW FOR CHUCK E. CHEESE

Prior to March 1, 1987, we will be shipping you a new Chuck E. showtape entitled "T.V. Westerns", featuring theme songs to popular T.V. westerns such as "Rawhide", "Bonanza", and "F-Troop". This segment will be added to the existing Movie Magic/T.V. Themes tape, therefore extending the time in which a show repeats. A springtime special is also included on the new tape.

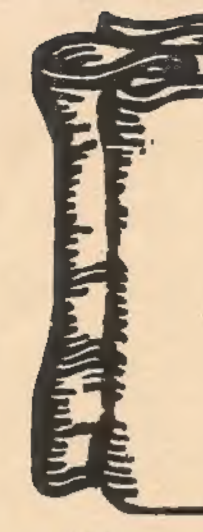
Along with the tape, you will be receiving new costumes, props, and a backdrop. These will arrive in three separate boxes from the following origins:

1. Backdrop - Posters, Inc.
   Houston, Texas

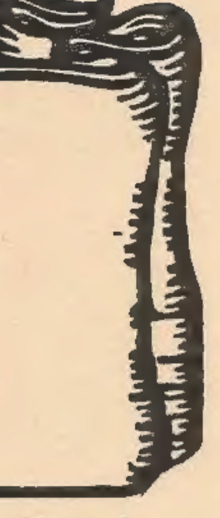
2. Costumes - World Division, Inc.
   Dallas, Texas

3. Showtape, Background music tape, Props- - -ShowBiz Pizza Time, Inc.
   Irving, Texas

Be on the lookout for all three components of your new show. Installation can begin immediately upon receipt of all three boxes. Please convey this information to your technician.



MARKETING & ADVERTISING



NEW SHIPMENT OF POSTERS

The Advertising Fund has paid for a reprint of the 1986 posters. These will be shipped directly to the stores that receive this newsletter. If you have elected for your store not to receive this newsletter, we will ship their posters directly to your office.

JUNE 21, 1987 CO-OP INSERT

It is time to begin planning for the June 21 Co-op Insert. Attached is an order form. To reserve space, your order must be placed with our Marketing Department by March 16, and the payment must be made by April 13. The Company has continued to see sales increase through use of this tool, and we encourage you to take a close look at your locations for possible use. Following are the details, but if you have any questions, call your Franchise Regional Director or the Marketing Department.

ART WORK

The Advertising Committee has funded new art work for the inserts. Copies are not available yet, but the concept is similar to that used in the past. The shot is of a family at a table eating pizza and salad rather than the posed standing shot currently in use. Also, many of you expressed concern about the Coke glass in the last art work. That has been replaced with logoed cups in the new version.

Also, new to this plan is a joint Billy Bob-Chuck E. Cheese piece that many of you have requested for markets where both concepts are located. Be sure to specify which piece you want run in your market.

HOW TO ORDER AND COSTS

Please compute your estimated costs using the attached form. It must be returned by March 16. You will then receive an actual bill. Please note that DEADLINES MUST BE FOLLOWED.

1. Media Costs

   Attached is a listing of all available market areas. Note that each is assigned a number (1-122). Newspapers in each market, as well as individual newspaper circulation (listed as thousands, 000) are included. Also listed is the total market area circulation.

   Media cost is $6.82 per thousand. You can compute your cost by multiplying $6.82 by the circulation of your market area. For example:

Market #1 - Full circulation (2 papers)

$6.82 X 227 = $1,548.14

However, if you only want the Co-op Insert in one of the market's newspapers, you will pay an additional $1250 "combo break". Example:

Market #1 - Portland Telegram ONLY

$6.82 X 135 -	= $ 920.70
Plus combo break	= 1,250.00
TOTAL	$2,170.70

In this case, it would cost less to buy the entire market area. We do recommend that you compute costs both ways to determine which is most cost efficient for your market.

2. Production Costs

Production costs average $600 per market. This includes about $200 for typesetting addresses, mechanical art production, film and engraving, shipping and tax. Plus, approximately $400 required by the co-op vendor/printer for black plate changes and strip-ins.

ADDRESSES

Most newspapers allow address/phone listing as shown on the attached copy. Please indicate the appropriate information per market on your order form. We will notify you if your local paper does NOT allow addresses.

SHARED MARKETS

Company markest are noted in the first column of the market listing by the designation SB or CEC. If you are located in a market already designated by the Company, it is possible to "Share", even if your concept varies from the specified concept. Please call Lois Perry to discuss, as Company markets may fluctuate for the June insert.

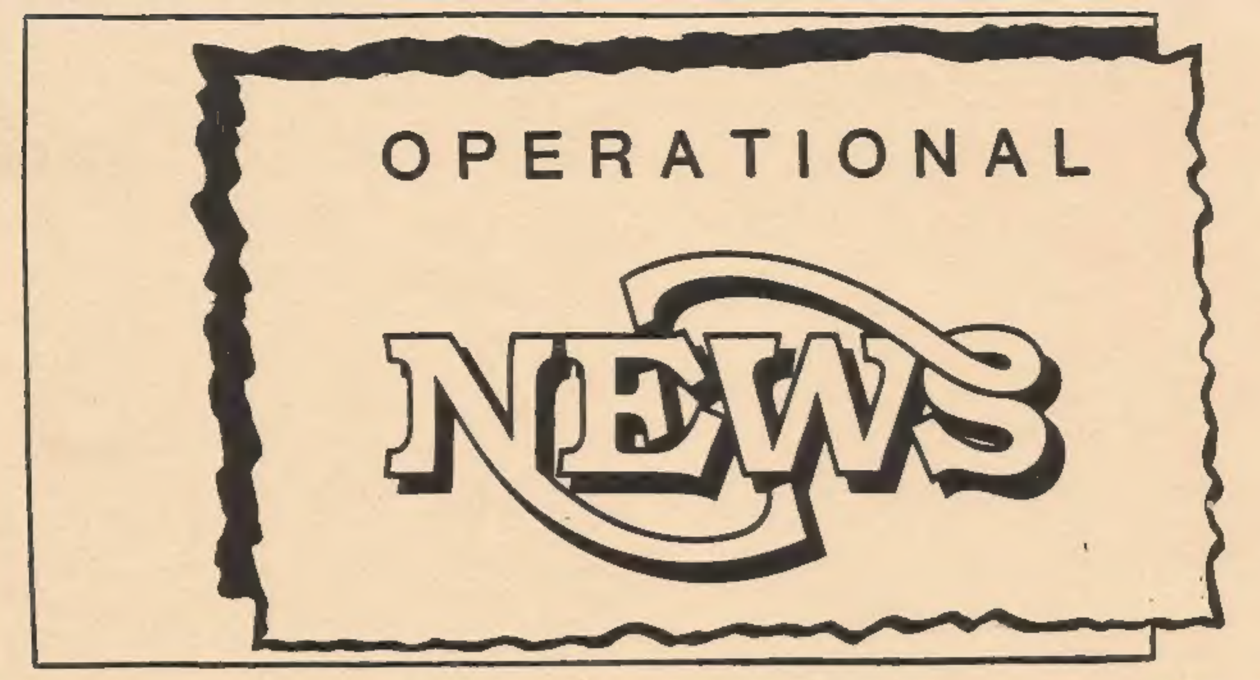
If you share a market with another franchisee it is possible for you to split the cost of the promotion by including all addresses on the coupon. In these cases, please coordinate with the other franchisee and place one order.

REPEAT ORDERS

If your order is an exact repeat of a previous order, just list as such in the address column on the order form. You will not need to specify addresses again.

SCHEDULE

March 16 - All orders are due to Lois Perry. March 23 - Billing letters will be mailed this week. April 13 - Payment due to Keller/ Crescent.



SHOW FOR SALE

Mark Hohman, 813/347-4794, has a ShowBiz show for sale. This is a complete show including electrical, compressor, etc., and the asking price is $25,000. Call Mark for more information.

VENDOR LISTING

Attached is an updated listing of vendors. This is in alphabetical order by the items supplied. We will update this list as new vendors come on-line.

FORMS AND PRINTED MATERIALS

We are now on-line direct with Hotel Paper, the supplier for most of our forms. If you have emergency needs, please call this vendor direct. They will ship C.O.D. until your credit application is processed. If you are interested in purchasing from this vendor, please contact them for the necessary information. Their address and phone number are:

Hotel Paper
9430 Kirby Drive
Houston, Texas 77054
713/660-0065

BASEBALL HATS

Oriental Trading Company has both the ShowBiz and Chuck E. logoed baseball hats in stock. They are available in both red and blue at $15.00/dozen, minimum order, one (1) dozen. The order numbers are:

ShowBiz	83SB200	R or B
Chuck E.	83CEC200	R or B

(specify color)

Be sure to place your order with Karen Mareck or Diane. Their numbers again are:

800-228-2269
402-331-5511 (In Nebraska)

NEEDED!

A Colander Head show tape and a set of Colander Head posters are needed by Richard Cook at the Clarksburg, W. Va. ShowBiz, 304/622-4011. Give him a call if you can help. Thanks!

SEMINAR PARTICIPANTS

Listed below are the seminars and participants for the second half of January:

Host: M.C.A. & ASSOCIATES
San Jose (Tully), California
Chuck E. Cheese

Participants:

San Jose (Tully), CA

Ken Cummins (Franchisee)
Patsy Schaffer
Dave Cummins
Barbara Mantey
Jeff Cummins

Modesto, CA

Tammy Lawrence
Gloria Solis
Kristi Wilson-Tiernan

Concord, CA

Margaret Strom
Susan Puckett

Hayward, CA

Emile Awwad
Donna Fromayan
Allen Strege

Merced, CA

Kitty Turner
Henry Asai
Lauren Horst
George Pew

San Jose (Kooser), CA

Nick Veronico
Ricki Cantu (Franchisee)

Sacramento-Arden Way, CA

Mike McMahon
Rae Grutsch

Stockton, CA

Ken Kulm
Randy Halford

Salinas, CA

David Smyth

Host: ALL CANADIAN PIZZA SHOWS, LTD.
Burlington, Ontario
Chuck E. Cheese

Participants:

Burlington, ONT

Sam Dalmonte
Andy Auty
Kim Durocher
Darlene Steckham

Downsview, ONT

Dan Wensley
Howard Morrison
Chris Farrell

Victoria Park, ONT

Derek Hunt
Lisa Willis

Brampton, ONT

Victoria McGee
Doreen Laforest

Host: S-M PIZZA, INC.
Phoenix, Arizona
ShowBiz Pizza Place

Participants:

Phoenix #1, AZ

Sandra Pietrzykowski
Becky Hall
Ann Troy
Mark Finan
Mark Scurr (Franchisee)
David Huggins
Carl Erickson

Phoenix #2 (Mesa), AZ

Timothy Walkowski
Tim Nietz
Carol Rath
Carl Wiebe
Brett Wingate

Host: FAMILY ENTERTAINMENT, INC.
Louisville, KY
ShowBiz Pizza Place

Participants:

Louisville #2, KY

Jim Butler
Robert Weldon
Bill Meyer

Louisville #1, KY

Regina Potts
Lee An Badgett

Florence, KY

Brenda Trapp
Julie Ficker

Host: BAM, Inc.
Nashville, Tennessee
ShowBiz Pizza Place

Nashville #1 (Madison), TN

Michelle Harper
Jim Hagey
Bill Pilkinton
Shannon Graves
Theresa Mumpower
Michael Holland

Nashville #2 (Antioch), TN

Andy Harvey
Walter Webber
Linda Smith
Charles Gardner
Linnette Garrett

Johnson City, TN

Kenny Bolton
Marty Lane

Maryville, TN

John Boring

Knoxville, TN

Tim Brown

Fayetteville, AR

Greg Chandler

Sheffield, AL

Alicia McGuyer
Freddie Vaughn
Kenneth Whitten

Paducah, KY

Steve Harrison

Cape Girardeau, MO

Shane Callow

FRANCHISE CO-OP INSERT ORDER FORM FOR JUNE 21

Franchise Corporate Name and Address: ______________________ Telephone #: ____________

____

______________________ Order Placed By: ____________

ORDER SPECIFICATIONS: CONCEPT: (Check 1) _____ShowBiz _____Chuck E. Cheese _____Joint

Market #*	Addresses to be listed for this market PLEASE PRINT	Circulation (000)	Media Costs (your circulation X $7.76)	Production Cost per Market	TOTAL COST
				$600	
				$600	
				$600	
				$600	
				$600	
				GRAND TOTAL	

*From the listing provided in this newsletter.
Please make a copy of this form if you have more than 5 markets.

Return to Lois Perry, ShowBiz Pizza Time, Inc. 4441 W. Airport Freeway, Irving, TX 75062 before March 16. A billing letter from Keller-Crescent will be mailed during the week of March 23. Your payment is due by April 13, 1987.

(✓)	QUAD MKT#	AREA/MARKET	NEWSPAPER(S)	(000) CIRC
NEW ENGLAND (Region #1)				
	1	Portland, ME Bangor, ME	Telegram (135) News (92)	227
CEC	2	Boston, MA	Globe	812
	3	Worcester, MA Springfield, MA Pittsfield, MA	Telegram (128) Republican (156) Berkshire Eagle (33)	317
	4	New Bedford, MA Fall River, MA Lowell, MA Lawrence, MA	Standard-Times (52) Herald News (37) Sun (57) Eagle Tribune (61)	207
	5	Manchester, NH Burlington, VT	New Hampshire News (86) Free Press (52)	138
	6	Providence, RI	Journal	259
	7	Hartford, CT	Courant	300
	8	New Haven, CT Waterbury, CT New London, CT	Register (141) Republican (74) Day (39)	254
			Total	2,514
METRO NEW YORK (Region #2)				
	9	Bridgeport, CT Danbury, CT	Post (92) News-Times (46)	138
	10	New York, NY	News CS	1,752
	11	New York, NY	Times* CS	1,182
	12	Westchester/Rockland, NY Staten Island, NY Bergen, NJ	**NEWSPAPERS (200)** Mamaroneck Times (6) Mt. Vernon Argus (10) New Rochelle Standard-Star (12) Nyack Rockland Journal-News (50) Ossining Citizen-Register (8) Peekskill Star (12) Port Chester Item (11) Tarrytown News (5) White Plains Reporter Dispatch (52) Yonkers Herald-Statesman (34) Advance (85) The Record (228)	513
	13	Long Island, NY	Newsday	648
	14	Newark, NJ	Star Ledger	683
	15	Asbury Park, NJ Atlantic City, NJ	Press (193) Press (88)	281
			Total	5,197
MIDDLE ATLANTIC (Region #3)				
	16	Poughkeepsie, NY Middletown, NY	Journal (60) Record (89)	149
	17	Albany, NY Schenectady, NY Troy, NY	Times Union (172) Gazette (72) Record (45)	289
	18	Syracuse, NY	Herald American	233
	19	Binghamton, NY	**U-BE GROUP** Binghamton Press (87) Elmira Telegram (49) Ithaca Journal (20) Utica Press, Observer-Dispatch (60)	216
	20	Rochester, NY	Democrat & Chronicle	258
	21	Buffalo, NY	News	371
	22	Erie, PA	Times-News	103
	23	Philadelphia, PA Camden, NJ Trenton, NJ Wilmington, DE	Inquirer (985) Courier Post (102) Times (85) News Journal (131)	1,303
	24	Allentown, PA	Morning Call	173
	25	Wilkes-Barre, PA Scranton, PA	Independent (65) Times (61)	126
	26	Harrisburg, PA Reading, PA Lancaster, PA York, PA	Patriot News (168) Eagle (114) News (148) Dispatch (51)	481
	27	Baltimore, MD	Sun	475
CEC	28	Washington, DC	Post	1,092
			Total	5,269
SOUTHEAST (Region #4)				
	29	Richmond, VA	Times Dispatch	241
	30	Norfolk, VA Newport News, VA	Virginian Pilot (228) Press (112)	340
	31	Roanoke, VA Lynchburg, VA	Times & World News (127) News & Advance (45)	172
	32	Knoxville, TN	News-Sentinel	165
	33	Memphis, TN	Commercial Appeal	296
SB	34	Nashville, TN	Tennessean	256
	35	Chattanooga, TN	News-Free Press	109
SOUTHEAST (Region #4) Continued				
	36	Kingsport, TN Bristol, VA Johnson City, TN	Times-News (48) Herald-Courier Virginia-Tennessean (43) Press (33)	124
	37	Charlotte, NC	Observer	264
	38	Greensboro, NC Winston-Salem, NC	News (128) Journal (101)	229
	39	Raleigh, NC Durham, NC Fayetteville, NC	News & Observer (178) Herald (63) Observer & Times (74)	315
	40	Asheville, NC Greenville, SC Spartanburg, SC Anderson, SC	Citizen-Times (72) News-Piedmont (127) Herald-Journal (54) Independent Mail (46)	299
	41	Columbia/Myrtle Beach, SC	State/Sun News	185
	42	Charleston, SC	News & Courier Post	118
SB	43	Birmingham, AL	News	214
SB	44	Montgomery, AL Huntsville, AL	Journal-Advertiser (86) Times (73)	159
SB	45	Mobile, AL/Pascagoula, MS Pensacola, FL	Press-Register/Mississippi Press Register (132) News-Journal (74)	206
	46	Atlanta, GA	Journal Constitution	615
SB	47	Savannah, GA	**GEORGIA GROUP** Albany Herald (44) Athens Banner-Herald (27) Augusta Chronicle-Herald (86) Columbus Ledger-Enquirer (69) Macon Telegraph & News (97) Savannah News (75)	398
	48	Miami, FL Ft. Lauderdale, FL West Palm Beach, FL	Herald (560)† News & Sun Sentinel (289)† Post Times (188)†	1,037†
	49	Jacksonville, FL Tallahassee, FL	Florida Times-Union (225) Democrat (67)	292
SB	50	Orlando, FL Daytona Beach, FL Cocoa, FL	Sentinel (331)† News-Journal (96)† Today (90)†	517†
	51	Lakeland, FL Gainesville, FL Ocala, FL	Ledger (93)† Sun (54)† Star-Banner (49)†	196†
CEC	52	St. Petersburg, FL Tampa, FL	Times (409)† Tribune (308)†	717†
	53	Sarasota, FL Ft. Myers, FL	Herald-Tribune (146)† News-Press (102)†	248†
			Total	7,712
EAST CENTRAL (Region #5)				
	54	Charleston, WV Huntington, WV Wheeling, WV	Gazette Mail (109) Herald-Dispatch (49) News-Register (55)	213
	55	Pittsburgh, PA Greensburg, PA Johnstown, PA	Press (580) Tribune-Review (80) Tribune-Democrat (54)	714
	56	Youngstown, OH Warren, OH	Vindicator (153) Tribune-Chronicle (49)	202
	57	Cleveland, OH Akron, OH Canton, OH	Plain Dealer (550) Beacon Journal (228) Repository (78)	856
	58	Lorain, OH	**HORVITZ GROUP** Dover Times-Reporter (29) Elyria Chronicle-Telegram (35) Lake County News-Herald (54) Lorain Journal (47) Mansfield News Journal (55)	220
SB	59	Columbus, OH	Dispatch	372
SB	60	Dayton, OH/Springfield, OH	News/News-Sun	272
SB	61	Cincinnati, OH Hamilton, OH	Enquirer (317) Journal-News (30)	347
	62	Toledo, OH	Blade	220
	63	Louisville, KY Lexington, KY	Courier Journal (324) Herald Leader (135)	459
	64	Detroit, MI Detroit, MI Pontiac, MI	News (790) Free Press (334)* Oakland Press (80)	1,204

MARKET LISTINGS for 6/21 Co-op Insert.

(.)	QUAD MKT#	AREA/MARKET	NEWSPAPER(S)	(000) CIRC
EAST CENTRAL (Region #5) Continued				
SB	65	Flint Grand Rapids, MI Lansing, MI Battle Creek, MI	**BOOTH NEWSPAPERS (633)** Ann Arbor News (59) Bay City Times (47) Flint Journal (121) Grand Rapids Press (176) Jackson Citizen Patriot (42) Kalamazoo Gazette (76) Muskegon Chronicle (50) Saginaw News (62) State-Journal (82) Enquirer & News (39)	754
SB	66	Indianapolis, IN	Star	395
SB	67	Ft Wayne, IN	Journal Gazette	132
SB	68	Evansville, IN	Courier & Press	116
SB	69	South Bend, IN	Tribune	125
			Total	6 601
METRO CHICAGO (Region #6)				
SB	70	Chicago, IL	Tribune CS	1 110
	71	Chicago, IL Elgin, IL	Sun Times (664) CS **GREATER CHICAGO NEWSPAPERS (175)** Aurora Beacon-News (43) Elgin Courier-News/Wheaton Journal (42) Joliet Herald-News (49) Waukegan News-Sun (41)	839
	72	Gary, IN Hammond, IN	Tribune (89) Times(75)	164
	73	Rockford, IL	Register Star	87
			Total	2 200
WEST CENTRAL (Region #7)				
	74	Davenport, IA Moline, IL/Rock Island, IL Cedar Rapids, IA	Quad City Times (84) Dispatch/Argus (59) Gazette (82)	225
	75	Milwaukee, WI Kenosha, WI Racine, WI	Journal (515) News (31) Journal Times (39)	585
SB	76	Madison, WI	Wisconsin State Journal	145
SB	77	Green Bay, WI Appleton, WI	Gazette (75) Post-Crescent (64)	139
SB	78	Eau Claire, WI La Crosse, WI	Leader-Telegram (40) Tribune (38)	78
	79	Minneapolis, MN St Paul, MN	Tribune (613) Pioneer Press (245)	858
	80	Duluth, MN	News Tribune	83
SB	81	Peoria, IL	Journal Star	116
SB	82	Springfield, IL Champaign-Urbana, IL Bloomington-Normal, IL Decatur, IL	State Journal Register (72) News-Gazette (52) Pantagraph (57) Herald Review (56)	237
	83	St Louis, MO	Post-Dispatch	520
	84	Des Moines, IA	Register	371
SB	85	Omaha, NE Lincoln, NE	World-Herald (285) Journal & Star (80)	365
	86	Kansas City, MO St Joseph, MO Topeka, KS	Star (403) News-Press (50) Capital-Journal (77)	530
	87	Springfield, MO Joplin, MO	News & Leader (92) Globe (45)	137
	88	Wichita, KS	Eagle-Beacon	194
	89	Denver, CO Denver, CO Boulder, CO Colorado Springs, CO Pueblo, CO	Rocky Mountain News (379) Denver Post* (309) Camera (40) Gazette Telegraph (115) Chieftain (55)	898
	90	Billings, MT Casper, WY	**MONTANA GROUP (166)** Billings Gazette (61) Butte Standard (18) Great Falls Tribune (42) Helena Independent Record (14) Missoula Missoulian (31) Star-Tribune (42)	208
	91	Fargo, ND/Moorhead, MN Grand Forks, ND Sioux Falls, SD	The Forum (65) Herald (39) Argus Leader (61)	165
			Total	5 854
SOUTHWEST (Region #8)				
	92	Jackson, MS	Clarion Ledger	116
SB	93	New Orleans, LA Baton Rouge, LA	Times-Picayune (352) Advocate (140)	492
	94	Shreveport, LA Monroe, LA	Times (110) News-Star-World (47)	157
	95	Little Rock, AR	Arkansas Gazette	181
SOUTHWEST (Region #8) Continued				
	96	Dallas, TX Dallas, TX Ft. Worth, TX	News (522) Times Herald (349) Star-Telegram (304)	1 175
SB	97	Houston, TX Houston, TX Beaumont, TX	Houston Post* (235) Chronicle (529) Enterprise (78)	842
	98	Austin, TX Port Arthur, TX Waco, TX	American-Statesman (202) News (25) Tribune-Herald (69)	296
  CEC .... SB	99	Corpus Christi, TX	**HARTE HANKS METRO GROUP** Abilene Reporter-News (60) Bryan-College Station Eagle (31) Corpus Christi Caller-Times (94) San Angelo Standard-Times (40) Wichita Falls Times (48)	273
	100	San Antonio, TX	Express News	230
	101	El Paso, TX	Times	89
	102	Amarillo, TX Midland, TX Odessa, TX	News Globe (78) Reporter-Telegram (31) American (42)	151
	103	Albuquerque, NM	Journal	141
SB	104	Oklahoma City, OK Tulsa, OK	Oklahoman (329) World (235)	564
	105	Phoenix, AZ Tucson, AZ	Republic (509)† Star (153)†	662†
			Total	5,349
PACIFIC (Region #9)				
	106	Seattle, WA Tacoma, WA	Times/Post Intelligencer (491) News-Tribune (120)	611
	107	Spokane, WA	Spokesman-Review	136
	108	Salt Lake City, UT Ogden, UT Provo, UT Boise, ID	Tribune Deseret News (210) Standard-Examiner (56) Herald (32) Statesman (72)	370
	109	Portland, OR Eugene, OR Salem, OR	Oregonian (408) Register Guard (75) Statesman-Journal (57)	540
	110	San Francisco, CA Santa Rosa, CA Walnut Creek, CA	Examiner & Chronicle (712) Press-Democrat (87) Contra Costa Times (89)	888
	111	Oakland, CA San Francisco/Bay Area, CA	The Tribune (158) **GOLDEN GATE SUBURBAN GROUP (182)** Fremont The Argus (24) Hayward Review (49) Livermore Tri-Valley Herald (24) Marin County Independent Journal (40) San Mateo Times & News Leader (45)	340
	112	San Jose, CA	Mercury News	311
	113	Modesto, CA Stockton, CA	Bee (81) Record (57)	138
	114	Sacramento, CA Reno, NV	Bee (274) Gazette Journal (72)	346
SB	115	Fresno, CA	Bee	167
	116	Honolulu, HI	Star-Bulletin & Advertiser	198
			Total	4 045
LOS ANGELES (Region #10)				
	117	Los Angeles, CA Los Angeles, CA Long Beach, CA Torrance, CA Pasadena, CA San Gabriel Valley, CA	Times (1 354) Daily News (162) Press-Telegram (137) Daily Breeze (126) Star-News (46) Tribune (80)	1 905
	118	Santa Barbara, CA Ventura/Thousand Oaks, CA	News Press (58) Star-Free Press/News Chronicle (79)	137
SB	119	Las Vegas, NV Bakersfield, CA	Review Journal (123) Californian (89)	212
	120	Anaheim, CA	**ORANGE COUNTY METRO GROUP** Anaheim Bulletin (16) LaHabra-Brea Star-Progress (5) Santa Ana Register (341)	362
	121	Riverside, CA San Bernardino, CA	Press-Enterprise (141) Sun (87)	228
	122	San Diego, CA	Union	392
			Total	3 236
TOTALS			**TOTAL CIRCULATION**	**47,977**

Quantities Effective 1/1/87

VENDOR LISTING BY ITEM

2/18/87

BALL CRAWL BALLS

Euromatic Limited
98 Adams Street
Leominister, MA 01453
617/537-8274
Contact: Evelyn

BALLOONS

Windy Balloon Corporation
106 W. Gardena Blvd.
Gardena, CA 90248
800/421-1980
Contacts: Mary Ann
Becky
Rochelle

BIRTHDAY SUPPLIES

Promotional Graphics
10 Industrial Park
Hingham, MA 02043
617/749-9903
Contact: Joanne

CRANE ITEMS

Acme Premium
4100 Forest Park Blvd.
St. Louis, MO 63108
800/325-7888
Contact: Jack Kelly

DART PAPER

Custom Paper
P.O. Box 41265
Cincinnati, OH 45241
800/522-8900
Contact: Bob Phillips

EGGS - CLUCKING CHICKEN MACHINE

Innovative Industries
2605 Grand Avenue
Carthage, MO 64836
800/344-7467
417/358-6891
Contact: Larry Lloyd

Movie Hut, Inc.
100 N. Crittenden
Marshfield, MO 65706
417/329-5414

FAS FAX PAPER

Creative Marketing
P.O. Box 3384
Manhattan Beach, CA 90266
213/515-6038
Contact: Wanda Gibson

FORMS (BUSINESS)/B'DAY POSTCARDS

Hotel Paper Form Company
9430 Kirby
Houston, TX 77054
713/660-0065
Contact: Pam

MERCHANDISE/SKEEBALL ITEMS

Dennis Foland, Inc.
103 University Avenue
Los Gatos, CA 95030
800/247-5618 (California only)
800/247-6839 (Outside California)
Contacts: Doug/Dennis Foland

Oriental Trading Company, Inc.
4206 S. 108th Street
Omaha, NE 68137
402/331-5511
Contact: Karen Marek/Rod Gartner

SKEEBALL TICKETS

Chuck E. Cheese

National Ticket
Ticket Avenue
Shamokin, PA 17872
717/648-6803
Contact: Mary Ann

ShowBiz Pizza Place

Globe Ticket
2400 Devon - Suite 268
Des Plaines, IL 60018
800/282-8890
Contact: Karen

SMALLWARES

Edward Don and Company
2005 McDaniel
Carrollton, TX 75006
214/484-2300
Contact: Pat McGuire

T-SHIRTS

Chuck E. Cheese

Dennis Foland, Inc.
103 University Avenue
Los Gatos, CA 95030
800/247-5618 (California only)
800/247-6839 (Outside California)
Contacts: Doug/Dennis Foland

ShowBiz Pizza Place

Galleria International
P. O. Box 5172
Kingwood, TX 77325
713/446-7000
Contact: Robert Waggoner

TOKENS

Hoffman and Hoffman
P.O. Box 896
Carmel, CA 93921
800/227-5813
Contact: Michael Hoffman

Osborne Coinage
2851 Massachusetts Avenue
Cincinnati, OH 45225
513/681-5424
Contact: Arnold Wasserman

UNIFORMS

Uniforms to You
4340 West 47th
Chicago, IL 60632
312/563-2626
Contact: John Frank

Chuck E. Cheese only:

Design USA
2200 W. Valley Blvd.
Alhambra, CA 91803
800/423-4855
Contact: Rosemary or Debbie

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